



No. KMTC/TMTD/BRTS/BL/2015/376  
GOVERNMENT OF SINDH  
TRANSPORT & MASS TRANSIT  
DEPARTMENT  
Dated: 17-12-2015

Tele. 021-99230665  
Fax. 021-99231153

**MINUTES OF THE 3<sup>RD</sup> MEETING FOR OPENING OF FINANCIAL PROPOSALS RECEIVED FROM FIRMS / CONSORTIUM FOR HIRING OF TRANSACTION ADVISORY SERVICES AND VALIDATION OF UNSOLICITED PROPOSAL FOR BRT BLUE LINE PROJECT.**

The 3<sup>rd</sup> meeting of Selection Committee of Bus Rapid Transit System for BRT Blue Line notified vide No. MTC/BRT/BL/2015/963 dated 11-08-2015 was held on 17-12-2015 at 12:00 p.m. in Transport Department, GoS. Meeting was attended by the following:

- 1) Muhammad Athar, Director General, KMTC, TMTD, GOS
- 2) Mehtab-ul-Haque, Sr. Chief (T&C), P&D Dept., GOS
- 3) Ali Sher Mirani, Dy. Secretary, TMTD, GOS
- 4) Fazal Karim Khatri, Director (P&C), KMTC, TMTD, GOS
- 5) Muhammad Danish, Director, PPP Unit, Finance Dept., GOS

Copy of attendance sheet is attached at Annexure-A.

2. At the outset, Director General, KMTC, TMTD, GOS welcomed the participants and briefed the participants that as per the decision taken during the Selection Committee meeting held on 16-12-2015, the technical bids submitted by the firms / consortia were evaluated by the Selection Committee as per the criteria reflected in the Request for Proposal (RFP). The evaluation sheet is attached at Annexure-B.

3. Director General, KMTC, TMTD then announced Technical Score obtained by the Consortium / Consultants as under.

S.No.	Name of Firm / Consortium	Marks Obtained
1	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	91
2	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	90
3	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	89

Financial bids of firms / consortium were then opened in front of the Selection Committee and the representatives of the Consortium / Firms.

S.No.	Name of Firm / Consortia	Fee Quoted (Million PKR)
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	67.25



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**BID EVALUATION REPORT**

1. Name of Procuring Agency: Karachi Mass Transit Cell, Transport & Mass Transit Dept, GoS
2. Tender Reference No. INF-KRY No.3706 dated 03-11-2015
3. Tender Description / Name of work / Item: Transaction Advisory Services and Validation of Unsolicited Proposal for BRT Blue Line Project
4. Method of Procurement: Quality and Cost Base Selection (QCBS)
5. Tender Published: 03-11-2015, Express, Dawn and SPPRA Website
6. Total Bid documents issues; 03 Nos.
7. Total Bids Received: 03 Nos.
8. Technical Bid Opening date: (if applicable) 08-12-2015
9. No. of Bid technically qualified (if applicable): 03
10. Bid (s) Rejected: NIL
11. Financial Bid Opening date: 17-12-2015

**12. Bid Evaluation Criteria:**

- Technical Score Weighted (Stw): Score without Weightage x 0.7  
Financial Score Weighted (Sfw): 100 x lowest total bid / Fee of consortium x 0.3  
Combined Score (Sc): Technical Score Weighted + Financial Score Weighted

The final scores of the consortium are listed in the table below:

### Technical Score Weighted

S.No	Name of Firm / Consortia			
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	91.00 x 0.7	63.70	qualified
2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	90.00 x 0.7	63.00	qualified
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	89.00 x 0.7	62.30	qualified

### Financial Score Weighted

S.No.	Name of Firm / Consortia	Fee Quoted (Million PKR)	Weighted
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	67.25	24.40
2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	54.71	30.00
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	67.67	0*

\*Bid Security submitted is less than 1% of Bid Amount so Weighted Score shall be considered as "0"


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## Combined Score

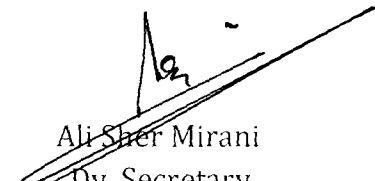
S.No.	Name of Firm / Consortia	Fee Quoted (Million PKR)	STW+SFW
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	67.25	88.10
2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	54.71	93.00
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	67.67	62.30


### Lowest Bid 54.71 million of consortium


M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant),  
M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) &  
M/s. Haidermota BNR & Co. (Legal Consultant) was identified as Preferred Bidder.

  
Mahtab-ul-Haque  
Sr. Chief (T&C)  
P&D Dept., GOS

  
Fazal Karim Khatri  
Director (P&C)  
KMTC, TMTD, GOS

  
Ali Sher Mirani  
Dy. Secretary  
TMTD, GOS

  
Muhammad Danish  
Director, PPP Unit  
Finance Dept., GOS

  
Muhammad Athar  
Director General  
KMTC, TMTD, GOS

2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	54.71
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	67.67

1. Combined scores (Technical and Financial) were subsequently worked out on the basis of the following criteria: (70% Technical & 30% Financial)

- Technical Score Weighted (Stw): Score without Weightage x 0.7
- Financial Score Weighted (Sfw):  $100 \times \text{lowest total bid/Fee of consortium} \times 0.3$
- Combined Score (Sc): Technical Score Weighted + Financial Score Weighted

The final scores of the consortium are listed in the table below:

### Technical Score Weighted

S.No.	Name of Firm / Consortia			
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	91.00 x 0.7	63.70	qualified
2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	90.00 x 0.7	63.00	qualified
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	89.00 x 0.7	62.30	qualified

### Financial Score Weighted

S.No.	Name of Firm / Consortia	Fee Quoted (Million PKR)	Weighted
1.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	67.25	24.40
2.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	54.71	30
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	67.67	0*

\*Bid Security submitted is less than 1% of Bid Amount so Weighted Score shall be considered as "0"


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## Combined Score

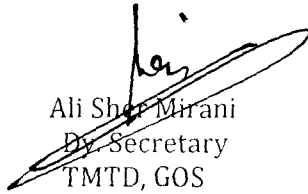
S.No.	Name of Firm / Consortia	Fee Quoted (Million PKR)	STW+SFW
1.	M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant), M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) & M/s. Haidermota BNR & Co. (Legal Consultant)	54.71	93.00
2.	M/s. KPMG Taseer Hadi & Co. (Lead Consultant), M/s. NESPAK (Tech. Consultant) & M/s. Ahmed & Qazi (Legal Consultant)	67.25	88.10
3.	M/s. IQ Capital Plus (Lead Consultant), M/s. EA Consulting (Pvt.) Ltd. & M/s. LRTC GmbH, Germany (Tech. Consultant) & M/s. Ahmed & Ahmed (Legal Consultant)	67.67	62.30

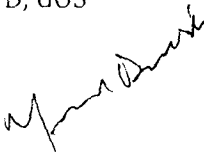
### Lowest Bid 54.71 million of consortium


M/s. Ernst & Young Ford Rhodes Sidat Hyder (Lead Consultant),  
M/s. Osmani & Company (Pvt.) Ltd. (Tech. Consultant) &  
M/s. Haidermota BNR & Co. (Legal Consultant) was identified as Preferred Bidder.

  
Mahtab-ul-Haque  
Sr. Chief (T&C)  
P&D Dept., GOS

  
Fazal Karim Khatri  
Director (P&C)  
KMTC, TMTD, GOS




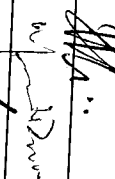


  
Ali Sher Mirani  
Dy. Secretary  
TMTD, GOS

  
Muhammad Danish  
Director, PPP Unit  
Finance Dept., GOS

  
Muhammad Athar  
Director General  
KMTC, TMTD, GOS

Attendance Sheet  
 PRESENTATION BEFORE CONSULTANT SELECTION COMMITTEE MEETING FOR TRANSACTION ADVISORY SERVICES AND VALIDATION OF  
 UNSOLICITED PROPOSAL FOR BRT BLUE LINE PROJECT.

Dated: 16-12-2015

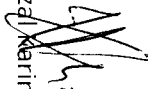
S.No.	Name of participants with Firm/Consortia	Designation	Contact Number	Email	Signature
1	Makrabbul-Haq	Sr. Analyst (Sr. DS Deptt)	99211919		
2	Muhammad & Akbar	DS LEADER			
3	Syed Muhammad Talib	Dir TCO T&D	99230658		
4	P. V. Khatri	Director Jrc	0333-3098092		
5	M/L (Haraman) P. D. W. S. H.	Director Ppp	03002197526		
6	Ali Sher Syrani	DS Tmpnt.	0345-8148409		
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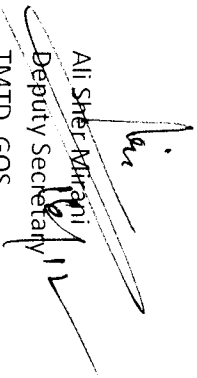



**SUMMARY OF POINTS SCORED AGAINST TECHNICAL PROPOSAL FOR TRANSACTION ADVISORY SERVICES AND  
VALIDATION OF UNSOLICITED PROPOSAL FOR BRIS BLUE LINE PROJECT**


S. No.	Description of Criteria	Max. Marks	Points Scored by the Firm			Remarks
			Ernst & Young	KPMG Taseer Hadi	IQ Capital Plus	
1.	Firm's Relevant Experience	20	20	20	19	Qualified
2.	Specific Experience related to assignment of Validation specially for Mass Transit	20	13	13	13	
3.	Adequacy of Approach & Methodology	15	12	13	12	Qualified
4.	Qualification & Relevant Experience of the Proposed Key Personnel	45	45	45	45	Qualified
Total		100	90	91	89	

  
Fazal Karim Khatri  
Director (P&C),  
KMTC, TMTD, GOS

  
M. H. Haque  
Sr. Chief (T&C)  
P&D Dept., GOS

  
Ali Sher Azharani  
Deputy Secretary  
TMTD, GOS

  
Muhammad Danish  
Director, PPP Unit  
Finance Dept., GOS

  
Muhammad Athar  
Director General,  
KMTC, TMTD, GOS

S. No.	(1) Firm's Relevant experience	Max. Marks	Points Scored by the Firm				Remarks
			Ernst & Young	KPMG Taseer Hadi	IQ Capital Plus		
1.	Firms/Consortiums must have transport sector (road, rail infrastructure) project experience in the last 10 years (each project worth Rs. 10 billion) 11 or more projects 3 marks 8-10 projects 2 marks 3-7 projects 1 marks	3.0	3	3	3		
2.	Firm/Consortium must have conducted Feasibility study for consultancy contracts worth more than 2 billion in last 5 years 4 or more projects 2 marks 3 projects 1 marks	2.0	2	2	2		
3.	Firm must have conducted Transaction Advisory for consultancy contracts worth more than 2 billion in last 5 years (each project) 5 or more projects 3 marks 4 projects 2 marks 2 projects 1 marks	3.0	3	3	3		
4.	Firm/Consortium having a Financial Advisory Firm with in its team	3.0	3	3	3		
5.	Firm/Consortium must have drafted bidding documents for projects worth Rs. 10 Billion each in the last 10 years. 4 or more projects 3 marks 3 projects 2 marks 2 projects 1 marks	3.0	3	3	3		

70% is minimum qualification criteria

*M. M. M. M.*

*10/2*

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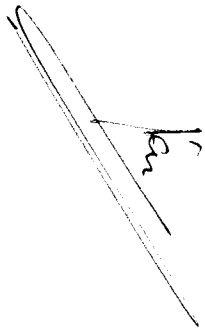

6.	Firm/Consortium must have drafted concession contracts in the last 10 years. 4 or more projects 3 marks 3 projects 2 marks 2 projects 1 marks	3.0	3	3	2	
7.	Firm/Consortium having a legal firm with in its team	3.0	3	3	3	
<b>Total</b>		<b>20</b>	<b>20</b>	<b>20</b>	<b>19</b>	

S. No.	(2) Specific Experience related to assignment of Validation specially for Mass Transit Projects	Max. Marks	Points Scored by the Firm				Remarks
			Ernst & Young	KPMG Taseer Hadi	IQ Capital Plus		
1	Firms must have experience of Mass Transit System Design (BRTS/LRT/MRT) in the last 10 years (each project worth Rs. 10 billion): 3 or more projects 15 marks 2 Project 10 marks 1 projects 5 marks	15	10	10	10		
2	Firms must have performed Feasibility studies of Mass Transit Systems (BRTS/LRT/MRT) in the last 10 years (each project worth Rs. 10 billion): 3 or more projects 5 marks 2 Project 3 marks 1 projects 1 marks	5	3	3	3		
<b>Total</b>		<b>20</b>	<b>13</b>	<b>13</b>	<b>13</b>		

70% is minimum qualification criteria

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(3) Adequacy of the proposed work plan and methodology in responding to the TOR	Max. Marks	Points Scored by the Firm			Remarks
		Ernst & Young	KPMG Taseer Hadi	IQ Capital Plus	
(a) Understanding of TOR and Comments	4	3	4	3	
(b) Quality of Approach and Methodology	4	3	3	3	
(c) Work Program and Manning Schedule	2	2	2	2	
(d) Presentation to Selection Committee	5	4	4	4	
<b>Total</b>	<b>15</b>	<b>12</b>	<b>13</b>	<b>12</b>	

7/12

70% is minimum qualification criteria

**Qualification and Relevant Experience of the Proposed Key Personnel to be deputed on the assignment**

S.No.	Key Personal	Marks	Points Scored by the Firm				Remarks
			Ernst & Young	KPMG Taseer Hadi	IQ Capital Plus		
	<b>Technical Team</b>	<b>17</b>	<b>17</b>	<b>17</b>	<b>17</b>		
1.	Team Leader	5	5	5	5		
2.	Technical Expert I (Infrastructure Expert)	4	4	4	4		
3.	Technical Expert II (Operations Expert)	4	4	4	4		
4.	Technical Expert III (ITS Expert)	4	4	4	4		
	<b>Financial Team</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>15</b>		
5	Deputy Team Leader (Financial)	6	6	6	6		
6	PPP and Transaction Structuring	5	5	5	5		
7	Financial Modeling Expert	4	4	4	4		
	<b>Legal Team</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>		
8	Deputy Team Leader (Legal)	5	5	5	5		
9	Expert on PPP Concessions and other Contracts	4	4	4	4		
10	Contract Documentation Expert pertaining to bankability and financial close	4	4	4	4		
	<b>Total</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>45</b>		

70% is minimum qualification criteria

